A3740-L5U

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 2 March 1991

SOUTHERN REGION (SCPA)

Alabama A&M University
University of Alabama
University of Alabama-Engineering
University of Alabama-Birmingham
Auburn University
Augusta College
Averett College
Bellarmine College
Berry College
Catawba College
University of Central Florida
Centre College
The Citadel, Military College of South Carolina
Clemson University
Duke University
Duke University-Fuqua School of Business
East Carolina University
Eastern Kentucky University
East Tennessee State University
Elon College
Emory University-Business
Florida Atlantic University
Florida Institute of Technology
Florida State University
University of Florida
Georgia College
Georgia Institute of Technology
Georgia Southern College
Georgia Southwestern College
Georgia State University
University of Georgia
Hampton University
Jacksonville University
University of Kentucky
Louisiana College
Louisiana State University
University of Louisville
University of Louisville - Engineering
Mars Hill College
Mary Washington College
Memphis State University
Mercer University - Atlanta
Middle Tennessee State University
Millsaps College
Mississippi State University
University of Mississippi
University of Montevallo
Morehead State University
Morris College
North Carolina A&T State University
North Carolina Central University
North Carolina State University - Textiles
University of North Carolina - Asheville
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Northeast Louisiana University
Northern Kentucky University
University of North Florida
Oglethorpe University
Old Dominion University
Institute of Paper & Science
Presbyterian College
Queens College
Randolph-Macon Woman's College
Ringling School of Art & Design
Rollins College
St. Augustine's College
Samford university
University of South Alabama
University of South Carolina
University of South Carolina-Aiken
University of South Carolina - Coastal
University of South Carolina - Spartanburg
Southern College of Technology
University of Southern Mississippi
University of South Florida
Spring Hill College
Tennessee Tech University
University of Tennessee - Chattanooga
University of Tennessee - Knoxville
Tulane University
Valdosta State College
Vanderbilt University
Vanderbilt Unviersity - Owen Graduate School of Management
Virginia Tech & State University
University of Virginia
Wake Forest University
Wake Forest University - Babcock Graduate School of Management
Western Carolina University
Western Kentucky University
West Georgia College
College of William & Mary
Winthrop College
Wofford College
Xavier University of Louisiana

The career planning & placement offices that participate in the Salary Survey are divided into seven geographic regions. The participants listed above comprise the **Southern** Region.

The data are based on salary offers made to students graduating between September 1, 1990 and August 31, 1910. Tables on pages 1 through 8 list data on both regional and national levels for the inferim period (February 8, 1991, through March 8, 1991) and cumulatively (September 1, 1990, and March 8, 1991).

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 2/8/91 THROUGH 3/8/91

CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
BUSINESS														
ACCOUNTING	31	421	$26061	$28375	$28800	$27500	$21000	123	1618	$25525	$26603	$30000	$26500	$20195
BUSINESS ADMIN (INCL MGMT	14	47	22375	24948	*	*	*	65	431	22033	23096	30000	21000	17000
DISTRIBUTION MANAGEMENT	+	5	+	28500				+	8	+	27613			
ECONOM & FINANCE (BANKING	4	87	21375	26679	*	*	*	54	464	22791	25002	27000	23000	18000
HOTEL/RESTAURANT MGMT.	6	9	19675	20061	*	*	*	7	38	19771	21097	*	*	*
HUMAN RSRCS (incl LABOR R	4	8	23750	25375	*	*	*	23	46	22450	24027	25000	24000	18000
MANAGEMENT INFO SYSTEMS	3	17	23640	29077	*	*	*	15	164	25451	27781	*	*	*
MARKETING/MARK MGMT (RESR	6	69	24125	25528	*	*	*	85	456	23620	23540	30000	23400	18000
REAL ESTATE	+	+	+	+				2	4	18910	20080	*	*	*
COMMUNICATIONS														
ADVERTISING	3	9	20300	22433	*	*	*	7	35	20343	21767	*	*	*
COMMUNICATIONS	2	23	20688	21644	*	*	*	8	104	19106	21583	*	*	*
JOURNALISM	1	18	21000	20510	*	*	*	9	59	17722	18833	*	*	*
TELECOMMUN/BROADCASTING	1	8	24000	26250	*	*	*	1	17	24000	23106	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	4	27	21687	18665	*	*	*	38	191	22700	19937	26000	25100	18600
PRE-ELEMENTARY EDUCATION	+	+	+	+				7	25	22035	17139	*	*	*
PHYSICAL EDUCATION	+	1	+	16305				6	21	21325	19120	*	*	*
SPECIAL EDUCATION	+	2	+	23000				6	36	22139	23017	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	+	+	+				4	9	21625	19411	*	*	*
TEXTILES & CLOTHING	+	13	+	20015				2	23	25400	20978	*	*	*
MERCHANDISING MANAGEMENT	2	3	21000	21833	*	*	*	4	24	20200	21388	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	5	+	19484				1	15	18850	21434	*	*	*
LETTERS (incl English, Li	4	13	21875	22346	*	*	*	12	52	20125	21681	*	*	*
VISUAL & PERFORMING ARTS	+	14	+	17767				2	42	22300	19738	*	*	*
HUMANITIES - OTHER	+	10	+	23248				3	32	19833	21856	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	9	+	19650				3	37	22147	21057	*	*	*
HISTORY	1	7	20000	18034	*	*	*	5	24	21340	20447	*	*	*
POLITICAL SCIENCE/GOVT	3	13	22906	21540	*	*	*	9	60	22246	21665	*	*	*
PSYCHOLOGY	1	20	17000	19419	*	*	*	8	74	18897	18802	*	*	*
SOCIOLOGY	2	8	20500	20150	*	*	*	6	38	18103	18943	*	*	*
SOCIAL SCIENCES-OTHER	1	12	22500	19205	*	*	*	9	56	18587	19088	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	6	+	28110				+	74	+	30318			
AGRICULTURAL	+	1	+	25000				+	17	+	31471			
ARCHITECTURAL	+	1	+	29700				+	26	+	30727			
BIOENGINEERING & BIOMEDIC	+	1	+	30000				+	4	+	26875			
CHEMICAL	+	120	+	37985				7	685	35654	36990	*	*	*
CIVIL	+	50	+	31054				23	390	30408	29798	33900	29200	28000
COMPUTER	+	10	+	34270				6	73	28317	32056	*	*	*
ELECTRICAL/ELECTRONIC	+	94	+	33073				39	737	30170	32943	34000	30000	26252

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	+	+	+				+	2	+	$29700			
INDUSTRIAL	+	14	+	$33673				8	164	$32669	32058	*	*	*
MECHANICAL	+	144	+	34333				58	891	31656	33897	$34800	$32400	$27000
METALLURGICAL	+	9	+	33904				3	54	31467	33803	*	*	*
MINING (INCL GEOLOGICAL)	+	+	+	+				+	32	+	31018			
NUCLEAR	+	+	+	+				+	9	+	32895			
PETROLEUM	+	22	+	40664				+	123	+	38486			
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	+	10	+	29770				8	97	26900	27814	*	*	*
INDUSTRIAL TECHNOLOGY	+	3	+	31500				+	12	+	26042			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	15	+	22263				2	43	19500	21949	*	*	*
ANIMAL SCIENCES	1	8	$21840	20805	*	*	*	2	23	20670	21528	*	*	*
PLANT SCIENCES	+	2	+	20000				+	6	+	21413			
NATURAL RESOURCES	+	1	+	28080				1	8	17400	21095	*	*	*
OTHER AGRICULTURAL SCIENC	+	5	+	24338				3	23	26400	25440	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	3	47	30260	31146	*	*	*	28	395	27766	30153	33500	28584	18720
COMPUTER PROGRAMMING	+	+	+	+				9	15	31189	29123	*	*	*
INFORMATION SCIENCES & SY	+	22	+	30948				14	102	25989	28800	*	*	*
SYSTEMS ANALYSIS	1	2	22000	23500	*	*	*	1	3	22000	21867	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	+	10	+	29696				2	59	18992	27774	*	*	*
HEALTH SCIENCES	+	1	+	24500				2	26	13824	20944	*	*	*
NURSING	+	3	+	25333				4	55	28700	27964	*	*	*
PHARMACY	21	21	40099	40099	$43000	$39520	$38000	25	27	39483	39633	43000	39520	37000
SCIENCES														
ACTUARIAL	+	2	+	22750				+	4	+	25225			
ARCHITECTURAL & ENVIRONME	+	1	+	25000				3	15	28567	25927	*	*	*
BIOLOGICAL	1	7	20820	21902	*	*	*	5	30	17452	20410	*	*	*
CHEMISTRY	+	2	+	28840				1	37	18000	27625	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	3	+	23267				+	17	+	27691			
MATHEMATICS	+	8	+	21746				8	61	23233	25595	*	*	*
PHYSICS	+	+	+	+				2	13	30250	28176	*	*	*
OTHER PHYSICAL & EARTH SC	+	2	+	18400				+	4	+	20637			
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	120	1525						788	8559					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	24	371	$27117	$28512	$28800	$27500	$25500	87	1234	$26562	$27135	$30000	$27000	$24000
ACCOUNTING (PRIVATE)	7	55	22443	27180	*	*	*	42	396	22606	24744	27500	22730	17000
COMMERCIAL BANKING (CNSMR	3	5	23667	25600	*	*	*	11	28	21409	21850	*	*	*
COMMERCIAL BANKING (LENDG	+	10	+	24920				+	34	+	23065			
INVESTMT BANKING (CORP FN	+	+	+	+				3	13	25500	25577	*	*	*
INVESTMT BANKNG (M & A)	+	+	+	+				+	1	+	24000			
INVESTMT BANKG (REAL EST)	+	1	+	20000				1	4	17500	18875	*	*	*
INVESTMT BANKG (SALES & T	+	+	+	+				+	11	+	23963			
FINANCIAL/TREASURY ANALYS	1	30	28500	28731	*	*	*	9	167	23469	26242	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	+	+	+				2	16	22000	21160	*	*	*
UNDERWRITING	4	16	24125	24000	*	*	*	14	71	22107	23705	*	*	*
INSURANCE - CLAIMS	4	6	21344	19849	*	*	*	11	51	21680	22344	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	4	+	17145				1	14	14000	19295	*	*	*
MEDIA PLANNING	+	1	+	35000				1	5	18500	25460	*	*	*
REPORTING	+	+	+	+				3	13	12587	14975	*	*	*
PRODUCTION	+	7	+	21377				1	35	14016	24503	*	*	*
PUBLIC RELATIONS	2	11	27309	20603	*	*	*	4	30	22954	19384	*	*	*
WRITING / EDITING	1	7	20500	21586	*	*	*	2	20	22750	19635	*	*	*
MARKETING														
ADVERTISING	1	5	16500	18800	*	*	*	2	17	14750	20135	*	*	*
BRAND/PRODUCT MANAGEMENT	+	11	+	19066				3	68	30600	23855	*	*	*
BUYER/MERCHANDISING	1	37	22500	21831	*	*	*	8	99	21738	22841	*	*	*
DISTRIBUTION	1	8	24000	29558	*	*	*	6	30	23667	26709	*	*	*
MARKET RESEARCH	1	2	17500	27500	*	*	*	5	39	23800	25261	*	*	*
PURCHASING	+	3	+	29293				1	17	18500	24787	*	*	*
SALES	7	87	23334	25831	*	*	*	84	488	23783	24882	31000	24000	17500
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	3	+	21000				1	19	17300	19870	*	*	*
FINANC,TAXA, MONETARY POL	1	4	22000	20725	*	*	*	7	42	23896	22802	*	*	*
ECONOMIC PROGRAMS	+	+	+	+				2	7	24000	22056	*	*	*
LAW ENFORCEMENT	2	6	21500	21723	*	*	*	3	25	21333	22986	*	*	*
MILITARY	+	3	+	23667				6	26	24198	23803	*	*	*
NATIONAL SECURITY	+	3	+	16867				+	7	+	20229			
URBAN / REGIONAL PLANNING	+	4	+	17892				2	7	18910	17261	*	*	*
ENGINEERING														
BIOENGINEERING	+	+	+	+				+	4	+	24500			
DESIGN / CONSTRUCT	+	63	+	32387				34	440	30004	30781	33600	29200	26500
ENVIRONMENTAL/SANITATION	+	13	+	31084				5	81	32274	30503	*	*	*
MANUFACTURING/INDUSTRIAL	+	69	+	34221				27	480	30720	33740	34000	32000	26000
SYSTEMS / PROGRAMMING	+	14	+	33901				5	109	28740	32129	*	*	*
POWER SYSTEMS	+	9	+	30940				10	108	30871	32930	*	*	*
SOFTWARE DESIGN & DEVELOP	+	17	+	33648				7	91	29687	32469	*	*	*
HARDWARE DESIGN & DEVELOP	+	27	+	32988				10	94	30621	33354	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	+	32	+	$34059				9	173	$33648	$33937	*	*	*
TESTING	+	16	+	31264				4	82	29022	30457	*	*	*
PROCESS ENGINEERING	+	101	+	38696				8	553	34473	37480	*	*	*
PROJECT ENGINEERING	+	47	+	36312				17	403	31567	34231	*	*	*
OTHER ENGINEERING	+	67	+	33239				14	714	30050	32598	*	*	*
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	1	1	$22000	22000	*	*	*	2	19	25000	24503	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				+	2	+	23916			
MEDICAL TECHNOLOGY	+	4	+	23925				2	28	19648	24349	*	*	*
NURSES / PERSONAL CARE	+	4	+	22120				4	51	28700	27158	*	*	*
OCCUPATIONAL THERAPY	+	5	+	28360				+	17	+	29035			
PHARMACIST	21	22	40099	39483	$43000	$39520	$38000	25	28	39483	39165	$43000	$39520	$37000
PHYSICAL THERAPY	+	2	+	25545				1	4	11648	19045	*	*	*
RESPIRATORY THERAPY	+	2	+	36828				+	3	+	35885			
OTHER HEALTH RELATED	1	5	20820	20876	*	*	*	2	53	17910	24256	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	1	3	23000	21240	*	*	*	1	15	23000	20661	*	*	*
COUNSELING	1	8	17000	15363	*	*	*	3	41	16563	16686	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	1	+	15240			
SOCIAL WORK	+	6	+	20408				3	29	16613	16927	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	2	43	32390	30559	*	*	*	25	305	27298	28420	33020	26500	19000
INFORMATION SYSTEMS	1	13	26000	31862	*	*	*	15	107	25829	29174	*	*	*
SYSTEMS ANALYSIS & DESIGN	1	15	27820	30872	*	*	*	14	191	28190	29761	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	2	+	30000				+	10	+	30424			
AGRICULTURE/NAT'L RESOURC	+	19	+	21821				2	55	15420	21431	*	*	*
ARCHITECTURE	+	1	+	25000				1	7	30000	25057	*	*	*
CONSULTING	2	38	27500	29047	*	*	*	13	175	29262	28662	*	*	*
HUMAN RESRCS /INDUS RELS	+	6	+	25033				13	50	21640	22429	*	*	*
MANAGEMENT TRAINEE	23	100	20311	22954	22750	20000	17100	102	594	21474	22256	26000	21000	17000
MATH/STATISTICIANS	+	3	+	20747				5	16	21544	23501	*	*	*
PARALEGAL	+	+	+	+				2	5	18500	19000	*	*	*
RESEARCHERS NON-TECHNICAL	+	+	+	+				2	5	22500	24400	*	*	*
RESEARCHERS - TECHNICAL	+	+	+	+				+	16	+	29153			
TEACHING	6	48	21125	19721	*	*	*	79	366	21869	20511	26000	22000	18600
TOTALS	120	1525						788	8559					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

SCPA REGIONAL Report No. 2 MARCH 1991
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	1	15	$27000	$37500	*	*	*	6	142	$29800	$31118	*	*	*
MBA--NON-TECH	3	38	23867	36570	*	*	*	42	156	31688	33870	$37000	$32100	$24300
MBA--TECH	+	7	+	50757				3	20	37700	39435	*	*	*
MS-BUSINESS	+	6	+	50654				+	7	+	49132			
ECONOMICS & FINANCE (BANK	+	28	+	44118				+	34	+	42209			
HUMAN RESOURCES (INCL LAB	+	1	+	35500				1	6	32000	28817	*	*	*
MANAGEMENT INFORMATION SY	+	+	+	+				+	7	+	33886			
MARKETING/MKTNG MGT (RESE	+	12	+	45745				1	14	42000	45088	*	*	*
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	1	1	32800	32800	*	*	*	1	6	32800	27460	*	*	*
JOURNALISM	+	1	+	21500				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				5	15	23017	24187	*	*	*
ELEMENTARY EDUCATION	+	+	+	+				+	26	+	24472			
PHYSICAL EDUCATION	+	+	+	+				+	4	+	24500			
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	+	+	+	+				+	9	+	23896			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	2	+	16650			
LETTERS	+	+	+	+				1	4	24000	23500	*	*	*
VISUAL & PERFORMING ARTS	+	+	+	+				+	2	+	21163			
HUMANITIES - OTHER	+	2	+	35000				+	3	+	35000			
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	1	+	12600				+	9	+	23945			
SOCIOLOGY	+	1	+	28000				+	3	+	24267			
SOCIAL SCIENCES - OTHER	+	2	+	25500				2	13	23000	30853	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	1	+	40000				+	8	+	35640			
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	+	+	+			
CHEMICAL	+	8	+	40934				+	25	+	39818			

continued

SCPA REGIONAL Report No. 2 MARCH 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CIVIL	+	10	+	$35110				3	60	$38000	$34900	*	*	*
COMPUTER	+	1	+	35200				+	2	+	37400			
ELECTRICAL/ELECTRONIC	+	21	+	41129				1	86	31490	38078	*	*	*
INDUSTRIAL	+	+	+	+				+	18	+	36437			
MECHANICAL	+	10	+	36704				+	82	+	38000			
METALLURGICAL	+	+	+	+				+	16	+	38014			
MINING & MINERAL	+	+	+	+				+	13	+	35085			
NUCLEAR	+	+	+	+				+	2	+	37600			
PETROLEUM	+	4	+	42300				+	22	+	43523			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	+	+	+				+	2	+	21091			
HEALTH SCIENCES	+	1	+	25000				2	4	30500	26500	*	*	*
NURSING	+	+	+	+				+	+	+	+			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				2	5	27500	27239	*	*	*
ARCHITECTURAL & ENVIRONME	+	+	+	+				1	1	28080	28080	*	*	*
BIOLOGICAL	+	+	+	+				2	2	24679	24679	*	*	*
CHEMISTRY	+	+	+	+				+	7	+	32486			
COMPUTER SCIENCE														
COMPUTER SCIENCE	+	2	+	45500				8	59	37659	36904	*	*	*
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	+	+	+				+	25	+	36393			
MATHEMATICS (INCL ACTUARI	+	1	+	35000				+	8	+	26900			
PHYSICS	+	+	+	+				+	3	+	27219			
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	5	174						81	939					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	35	+	$51463				11	72	$37162	$44058	*	*	*
MBA--TECH	+	8	+	54688				+	15	+	47100			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	33	+	53455				8	73	41863	45901	*	*	*
MBA--TECH	+	27	+	57141				+	30	+	55584			
OVER 4 YEARS														
MBA--NON-TECH	+	20	+	57315				6	69	42783	47032	*	*	*
MBA--TECH	+	14	+	54693				+	30	+	48400			
TOTALS	+	137						25	289					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	+	+	+				+	5	+	$54220			
ECONOMICS	+	+	+	+				+	+	+	*			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	$43000				+	5	+	37214			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				1	1	$30000	30000	*	*	*
FOREIGN LANGUAGES	1	1	$45739	45739	*	*	*	1	2	45739	36870	*	*	*
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	3	+	50000				+	5	+	50540			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				1	1	30000	30000	*	*	*
ENGINEERING														
AEROSPACE	+	+	+	+				+	3	+	46027			
CHEMICAL	+	3	+	53820				+	12	+	52177			
CIVIL	+	+	+	+				+	5	+	41399			
COMPUTER	+	1	+	45000				+	2	+	52250			
ELECTRICAL/ELECTRONIC	+	1	+	36000				+	9	+	56133			
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	+	1	+	36000				+	3	+	43468			
METALLURGICAL	+	3	+	47000				+	8	+	45930			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	1	+	36000			
BIOLOGICAL	+	+	+	+				1	1	33550	33550	*	*	*
CHEMISTRY	+	3	+	49000				+	34	+	49060			
GEOLOGICAL (INCL GEOPHYS)	+	2	+	56000				+	7	+	50549			
MATHEMATICS	+	1	+	54400				+	6	+	38483			
PHYSICS	+	1	+	40000				+	2	+	40000			
POLYMER	1	1	53400	53400	*	*	*	1	1	53400	53400	*	*	*
TOTALS	2	22						5	114					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	26770 87 35000/24000			23500 2		40000 1			24600 1
BUSINESS ADMIN (INCL MGMT	25000 1			20800 5		26000 1	24296 5	30000 1	
ECONOM & FINANCE (BANKING	23725 4			22740 10	21400 5	16560 1	27600 2		
HUMAN RSRCS (incl LABOR R				21500 2			30000 1		
MANAGEMENT INFO SYSTEMS						28000 1	24787 6	28500 1	
MARKETING/MARK MGMT (RESR				23500 1	31500 1	28200 5	23083 6	26000 1	25000 1
ADVERTISING		16000 2				24000 1			
COMMUNICATIONS		14000 1				16000 1			
JOURNALISM		14000 1				22500 2			
LETTERS (incl English, Li						17000 1	25000 1		
HISTORY				20000 1					
PSYCHOLOGY						18500 1			
SOCIOLOGY				15000 1					
SOCIAL SCIENCES-OTHER				16200 1					
CIVIL								28000 1	30033 6
COMPUTER							25000 2		
ELECTRICAL/ELECTRONIC			29016 1					28833 3	24433 3
MECHANICAL			28600 2				33735 2	33600 1	37450 2
ENGINEERING TECHNOLOGY							27267 3		
COMPUTER SCIENCE				26500 1		30290 2	28073 7		21700 2
COMPUTER PROGRAMMING							30500 5	31500 2	
INFORMATION SCIENCES & SY						29000 1	26050 4		
ARCHITECTURAL & ENVIRONME			30000 1						

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 2

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MATHEMATICS				25200 1		26200 1		25000 1	

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING			20000 1	24500 1		15750 2			
BUSINESS ADMIN (INCL MGMT	17500 2	18175 4	19000 1	19667 3		19800 17			
ECONOM & FINANCE (BANKING	21150 8			23658 6	21000 1	19767 3			
HOTEL/RESTAURANT MGMT.		19425 4	20233 3						
HUMAN RSRCS (incl LABOR R	16000 1			22833 17			16000 1		
MANAGEMENT INFO SYSTEMS	23000 1			26000 1					
MARKETING/MARK MGMT (RESR	18000 1	20000 1		24500 5		20945 19	21000 2		20000 1
COMMUNICATIONS				24375 1		17339 3			13960 1
JOURNALISM						21000 1			13000 1
MERCHANDISING MANAGEMENT						20200 4			
HUMANITIES - OTHER				12000 1	20000 1				
HISTORY						19950 2			
POLITICAL SCIENCE/GOVT				18000 1		26500 1			
PSYCHOLOGY						23250 3			
SOCIOLOGY						10400 1			
SOCIAL SCIENCES-OTHER					18500 2				
MECHANICAL							30000 1		
COMPUTER SCIENCE				23000 1					
INFORMATION SCIENCES & SY	23000 3			26270 2					
PHARMACY						40846 19			

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING			24000 2	24980 2	13250 2	20805 4	21331 4	21500 1	21500
BUSINESS ADMIN (INCL MGMT			24000 2		20667 3	25599 3	24000 2	20002 2	
ECONOM & FINANCE (BANKING			24000 1	23460 1		21537 4			
HUMAN RSRCS (incl LABOR R				23200 1					
MANAGEMENT INFO SYSTEMS			24948 1						
MARKETING/MARK MGMT (RESR	19200 1		21333 3	17000 1	26000 1				
REAL ESTATE	17000 1						20820 1		
ADVERTISING					28900 1				
JOURNALISM					18500 1		21600 1		
ELEMENTARY EDUCATION					22700 38 26196/18600				
PRE-ELEMENTARY EDUCATION					22035 7				
PHYSICAL EDUCATION					21325 6				
SPECIAL EDUCATION					22139 6				
HUMAN ECOLOGY (HOME ECONO				26500 1	21500 1	21000 1			
FOREIGN LANGUAGES					18850 1				
LETTERS (incl English, Li					18640 5		20400 2		
VISUAL & PERFORMING ARTS					22300 2				
HUMANITIES - OTHER						27500 1			
CRIMINAL JUSTICE						17300 1	24570 2		
HISTORY							30000 1		
POLITICAL SCIENCE/GOVT						25717 1	22667 3		
PSYCHOLOGY							20820 1		17000 1
SOCIOLOGY							19218 1		

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
SOCIAL SCIENCES-OTHER					20320 3		15310 2		
CIVIL			28575 4	32382 4			29922 3		
COMPUTER						26252 2			
ELECTRICAL/ELECTRONIC				30659 7		27271 8			
MECHANICAL				30524 4		26252 2	27184 3		
ANIMAL SCIENCES					19500 1				
NATURAL RESOURCES							17400 1		
OTHER AGRICULTURAL SCIENC							22700 1		
COMPUTER SCIENCE		26000 1	27600 1	29750 2	22000 1		17400 2		
INFORMATION SCIENCES & SY			27300 3						
SYSTEMS ANALYSIS									22000 1
ALLIED HEALTH							14688 1	23296 1	
HEALTH SCIENCES								13824 2	
NURSING								27000 2	30400 2
PHARMACY								35500 4	34500 2
BIOLOGICAL		17500 2			18000 1	13440 1	20820 1		
MATHEMATICS					20371 2	20195 1			

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING					27000 1				
BUSINESS ADMIN (INCL MGMT						25000 1		18000 2	30000 1
MANAGEMENT INFO SYSTEMS						30000 1			
MARKETING/MARK MGMT (RESR						25000 1	25000 1	18000 2	27192 8
LETTERS (incl English, Li									27000 1
HISTORY								16800 1	
SOCIOLOGY				23000 1					
CHEMICAL									36560 3
CIVIL					29184 1			29000 2	32000 1
ELECTRICAL/ELECTRONIC					30000 1		32800 1		36750 2
INDUSTRIAL						34750 1		32000 1	
MECHANICAL							32663 8	30000 1	34550 8
ENGINEERING TECHNOLOGY					20000 1				
AGRIBUSINESS						22500 1			
ANIMAL SCIENCES								21840 1	
COMPUTER SCIENCE									38400 1
ARCHITECTURAL & ENVIRONME							26500 1	29200 1	
CHEMISTRY									18000 1
MATHEMATICS									25800 1
PHYSICS								28500 1	32000 1

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	28400 1	28300 2						28000 2	
BUSINESS ADMIN (INCL MGMT		28500 1	30000 1						
ECONOM & FINANCE (BANKING		24000 1						26800 2	
MANAGEMENT INFO SYSTEMS									17100 1
MARKETING/MARK MGMT (RESR	22750 2	27772 1		25500 3					25333 3
ADVERTISING							18500 1		
COMMUNICATIONS			32500 1						
TELECOMMUN/BROADCASTING			24000 1						
POLITICAL SCIENCE/GOVT			24000 1						
SOCIOLOGY			18000 1						
SOCIAL SCIENCES-OTHER			22500 1						
CIVIL									38400 1
COMPUTER		33700 2							
ELECTRICAL/ELECTRONIC	33060 4	31785 6			27000 1				
INDUSTRIAL		33900 2	34000 1						
MECHANICAL		30100 4			28800 2		32450 2	34250 2	
METALLURGICAL					32400 1				
ENGINEERING TECHNOLOGY		25500 2	29000 1						
AGRIBUSINESS					16500 1				
OTHER AGRICULTURAL SCIENC			21500 1				35000 1		
COMPUTER SCIENCE	31750 2	34000 1			33000 1				
COMPUTER PROGRAMMING	34000 1	31200 1							
INFORMATION SCIENCES & SY		27500 1							

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	PRINTING		RUBBER PRODUCT		SCIENTIFIC & I		STONE, CLAY, G		TEXTILES & APP		WIDELY DIVERSI		OTHER EMPLOYER	
ACCOUNTING							18000	2	22750	2			18750	2
BUSINESS ADMIN (INCL MGMT									26805	4			23950	3
ECONOM & FINANCE (BANKING									26333	3			24000	2
MANAGEMENT INFO SYSTEMS									27750	2				
MARKETING/MARK MGMT (RESR			30000	1	22000	1			25850	2	28250	2	23251	8
ADVERTISING	26000	1									13000	1		
JOURNALISM													13200	2
HUMAN ECOLOGY (HOME ECONO													17500	1
TEXTILES & CLOTHING									25400	2				
LETTERS (incl English, Li													19250	2
POLITICAL SCIENCE/GOVT	18000	1					20000	1						
PSYCHOLOGY	12553	2												
SOCIOLOGY													23000	1
CHEMICAL									36750	2			33200	2
ELECTRICAL/ELECTRONIC					35400	1					33400	1		
INDUSTRIAL									32000	1	32800	1	28000	1
MECHANICAL			31000	1	31500	2			30000	1	34270	2	30638	8
METALLURGICAL							31000	2						
ENGINEERING TECHNOLOGY													33400	1
COMPUTER SCIENCE									28325	2			32000	1
MATHEMATICS									22724	1				

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	26619 92 35000/24000	15000 4		21570 23 25500/16500	23083 6	24804 15	24710 21 33000/20000	28167 3	24800 2
BACHELOR - TECHNICAL			29054 4	25850 2		28945 4	28369 23 38000/23500	29513 8	28600 13

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	20092 13	18933 9	19940 5	22680 36 30000/20000	19500 4	20102 56 26500/17000	19333 3		15653 3
BACHELOR - TECHNICAL	23000 3			25180 3		40846 19	30000 1		

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	18100 2		23216 9	23353 6	21800 77 28900/18500	22512 15	21717 20 30000/18852	20501 3	19250 2
BACHELOR - TECHNICAL		20333 3	27975 8	30925 17	20048 5	25487 14	23477 12	27438 9	30360 5

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL				23000 1	27000 1	26667 3	25000 1	17760 5	27453 10
BACHELOR - TECHNICAL					26395 3	28625 2	32060 10	28506 7	33654 18

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	24633 3	27374 5	25167 6	25500 3			18500 1	27400 4	23275 4
BACHELOR - TECHNICAL	32820 7	31037 19	28167 3		27750 6		33300 3	34250 2	38400 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	17276 4	30000 1	22000 1	18667 3	25981 15	23167 3	
BACHELOR - TECHNICAL		31000 1	32800 3	31000 2	30696 7	33685 4	

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	26699 83 35000/24000	22854 35 30000/17000							18862 2
BUSINESS ADMIN (INCL MGMT		22176 3	20333 3						28500 1
ECONOM & FINANCE (BANKING	23725 4	21687 3	22667 6		22500 2		17500 1		24000 5
HUMAN RSRCS (incl LABOR R									25000 1
MARKETING/MARK MGMT (RESR			23500 1		31500 1				
SOCIOLOGY			15000 1						
INFORMATION SCIENCES & SY		18000 1							

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BUSINESS ADMIN (INCL MGMT		18000 1	20500 2						
ECONOM & FINANCE (BANKING	22000 2	23333 3	24950 1						
HUMAN RSRCS (incl LABOR R		22600 5	21631 5						
MANAGEMENT INFO SYSTEMS		26000 1							
MARKETING/MARK MGMT (RESR		23500 3	22000 1						
ADVERTISING								28900 1	
COMMUNICATIONS			24375 1	14000 1		13960 1	14016 1		
JOURNALISM					18500 1	11900 2		18600 2	
LETTERS (incl English, Li									22750 2
HUMANITIES - OTHER		12000 1							
POLITICAL SCIENCE/GOVT			18000 1					25717 1	

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING							40000 1		23000 1
BUSINESS ADMIN (INCL MGMT		33000 1	25000 1	18000 1			22900 5		27875 2
ECONOM & FINANCE (BANKING							23250 4		23908 3
HUMAN RSRCS (incl LABOR R							22571 7		
MARKETING/MARK MGMT (RESR		27000 1	21500 5	26333 3	23800 5		24046 44 35000/18000		
ADVERTISING	14750 2					18500 1	19750 2		
COMMUNICATIONS							24250 2		
JOURNALISM				28000 1					
TELECOMMUN/BROADCASTING							24000 1		
HUMAN ECOLOGY (HOME ECONO							22000 2		
MERCHANDISING MANAGEMENT			22500 1						
LETTERS (incl English, Li				17000 1			27000 1		
CRIMINAL JUSTICE								17300 1	
HISTORY			18900 1						
POLITICAL SCIENCE/GOVT							21000 2		
PSYCHOLOGY							17151 4		
SOCIOLOGY							16700 2		
INDUSTRIAL		31800 1							
MECHANICAL							32800 3		
ANIMAL SCIENCES							21840 1		
COMPUTER SCIENCE									16800 1
ARCHITECTURAL & ENVIRONME							26500 1		
PHYSICS							30250 2		

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BUSINESS ADMIN (INCL MGMT	24000 1		24025 1						
ECONOM & FINANCE (BANKING	24000 1		21013 2						
REAL ESTATE					18910 2				
HUMAN ECOLOGY (HOME ECONO			21000 1						
CRIMINAL JUSTICE		21000 1	28140 1						
HISTORY			30000 1						
POLITICAL SCIENCE/GOVT		21500 2							
CHEMICAL									36000 1
CIVIL							29744 15	33519 3	
COMPUTER							33000 1		
ELECTRICAL/ELECTRONIC							28823 5		27600 3
INDUSTRIAL									32150 5
MECHANICAL							30624 10	30408 2	31433 15
METALLURGICAL							32400 1		
ENGINEERING TECHNOLOGY							29000 1		26133 3
ARCHITECTURAL & ENVIRONME							29200 1		

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
ECONOM & FINANCE (BANKING	28200 1								
CHEMICAL							35595 4	35600 2	
CIVIL		28522 1				29184 1			33474 2
COMPUTER			24000 1	26252 2		34400 1			
ELECTRICAL/ELECTRONIC	30000 1	30405 6	29404 2	32108 5	35450 2	26252 1	35700 2	28450 2	29125 8
INDUSTRIAL					36000 1				
MECHANICAL		32587 3	33300 1	33585 2	35734 4	26252 1		31253 12	30188 4
METALLURGICAL							31000 2		
ENGINEERING TECHNOLOGY	28800 1			26000 1					
OTHER AGRICULTURAL SCIENC					35000 1				
COMPUTER SCIENCE			30250 2					33500 1	
COMPUTER PROGRAMMING	31500 1		31200 1						
CHEMISTRY					18000 1				
MATHEMATICS	25200 1								

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
MANAGEMENT INFO SYSTEMS	28000 1								
SYSTEMS ANALYSIS	22000 1								
ALLIED HEALTH			23296 1						
HEALTH SCIENCES			16000 1				11648 1		
NURSING				28700 4					
PHARMACY						39483 25 44000/37000			
BIOLOGICAL									17910 2

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BUSINESS ADMIN (INCL MGMT						21240 2			
MANAGEMENT INFO SYSTEMS					27000 2	23891 6	30607 3		
PSYCHOLOGY		17000 1							
SOCIOLOGY	23000 1			19218 1					
SOCIAL SCIENCES-OTHER				15310 2					
COMPUTER					26000 1				
ENGINEERING TECHNOLOGY					26500 2				
AGRIBUSINESS					16500 1				
NATURAL RESOURCES									17400 1
COMPUTER SCIENCE		18000 1			27788 13	30400 5	28350 4		
COMPUTER PROGRAMMING					30333 3		31000 1		
INFORMATION SCIENCES & SY					27250 2	24800 2	26407 6		
ALLIED HEALTH		14688 1							
BIOLOGICAL									13440 1
MATHEMATICS					26200 1				

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING				23000 1					
BUSINESS ADMIN (INCL MGMT		27500 2	23167 3	20996 34 30000/17500					21000 2
ECONOM & FINANCE (BANKING		24500 2		22412 13	14000 1				
HOTEL/RESTAURANT MGMT.				19771 7					
HUMAN RSRCS (incl LABOR R		30000 1	20550 4						
MANAGEMENT INFO SYSTEMS				19300 2					
MARKETING/MARK MGMT (RESR		26000 1	25000 2	21625 17					26000 1
ADVERTISING				26000 1					
COMMUNICATIONS				19000 2					
JOURNALISM				17333 3					
ELEMENTARY EDUCATION									22700 38 26196/18600
PRE-ELEMENTARY EDUCATION									22035 7
PHYSICAL EDUCATION									21325 6
SPECIAL EDUCATION									22139 6
HUMAN ECOLOGY (HOME ECONO									21500 1
TEXTILES & CLOTHING				25400 2					
MERCHANDISING MANAGEMENT				19433 3					
FOREIGN LANGUAGES									18850 1
LETTERS (incl English, Li			19400 2						18867 6
VISUAL & PERFORMING ARTS									22300 2
HUMANITIES - OTHER				27500 1		20000 1			
HISTORY				19267 3					
POLITICAL SCIENCE/GOVT			20000 1	26500 1			25000 1		

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
PSYCHOLOGY			20820 1	22375 2					
SOCIOLOGY				18000 1					
SOCIAL SCIENCES-OTHER				19567 3		17000 1			20320 3
CIVIL				28000 1					
ELECTRICAL/ELECTRONIC		29750 2							
INDUSTRIAL				32800 1					
MECHANICAL		35900 1							
AGRIBUSINESS				22500 1					
ANIMAL SCIENCES									19500 1
OTHER AGRICULTURAL SCIENC				21500 1					22700 1
COMPUTER SCIENCE									22000 1
COMPUTER PROGRAMMING		32000 3							
INFORMATION SCIENCES & SY		29000 1		27150 2					
ARCHITECTURAL & ENVIRONME	30000 1								
BIOLOGICAL							20000 1		18000 1
MATHEMATICS					23430 4				20371 2

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26562 87 35000/24000	22719 41 30000/17000	21409 11		25500 3		17500 1		23469 9
BACHELOR - TECHNICAL		18000 1							

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	22000 2	22107 14	21680 11	14000 1	18500 1	12587 3	14016 1	22954 4	22750 2
BACHELOR - TECHNICAL									

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	14750 2	30000 2	21738 8	23667 6	23800 5	18500 1	23254 77 40000/17000	17300 1	25079 6
BACHELOR - TECHNICAL		31800 1					29606 7	-	16800 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	24000 2	21333 3	24198 6		18910 2				
BACHELOR - TECHNICAL							30004 34 36000/26500	32274 5	30720 27 36000/26000

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	28200 1	-							
BACHELOR - TECHNICAL	28875 4	30871 10	29687 7	30621 10	33648 9	29022 4	34473 8	31567 17	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	28000 1								
BACHELOR - TECHNICAL	22000 1		19648 2	28700 4		39483 25 44000/37000	11648 1		

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	23000 1	17000 1		16613 3	27000 2	23229 8	30607 3		
BACHELOR - TECHNICAL		16344 2			27323 23 38000/19000	28800 7	27531 11		15420 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		26667 6	21640 13	21158 96 30000/17000	14000 1	18500 2	25000 1		21983 73 26196/18700
BACHELOR - TECHNICAL	30000 1	31486 7		26517 6	23430 4		20000 1		20490 6

AVERAGE SALARY OFFERS MARCH 1991 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	33813 8			33250 4		32000 2	27867 3	37333 6	
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH			28100 5	40000 1					
MBA--TECH	30000 1								

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH				22800 2		30002 1	20280 1	30000 1	
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH							34800 1		45000 1
MBA--TECH									41550 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									33300 1
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH					38000 1	30000 1	22767 3
MBA--TECH							